

Message Text

LIMITED OFFICIAL USE

PAGE 01 MADRID 01500 272255Z

11

ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 COME-00 CIAE-00 INR-07 NSAE-00

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FM AMEMBASSY MADRID

TO SECSTATE WASHDC 4759

LIMITED OFFICIAL USE MADRID 1500

E.O.11652: N/A

TAGS: BEXP EFINV, SP

SUBJECT: SPERRY UNIVAC JOINT VENTURE

REF: MADRID 0877, STATE 022918

1. DURING COURSE OF COURTESY CALL ON NEW MINISTER OF INDUSTRY YESTERDAY I INQUIRED AS TO STATUS OF PROPOSED SPERRY COMPUTER INVESTMENT. I NOTED THAT IT SEEM TO ME THIS INVESTMENT WOULD INTRODUCE INTO SPAIN A HIGH LEVEL OF COMPUTER TECHNOLOGY, BE IN PARTNERSHIP WITH SPANISH CAPITAL AND PROVIDE NEEDED NEW INVESTMENT WHICH IS PRIORITY GOS OBJECTIVE.

2. MINISTER REPLIED THAT GOS WAS REEXAMINING SPERRY PROPOSAL BECAUSE U.S. COMPANY INSISTS ON HAVING TOTAL CONTROL OF THE MARKETING OF THE COMPUTERS AND GOS WOULD PREFER SPANISH COMPANY TO SHARE AT LEAST IN DOMESTIC MARKETING ARRANGEMENTS. LOCAL SPERRY HEAD HAS CONFIRMED TO EMBOFF THAT SPERRY IS, IN FACT, INSISTING ON MARKETING CONTROL. THE MINISTER GAVE NO INDICATION OF HOW THE DECISION WOULD GO, BUT HE IS AWARE OF OUR INTEREST IN THE MATTER AND I ASSUME WILL GIVE THAT FACT APPROPRIATE WEIGHT.
STABLEB

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Message Attributes

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Disposition Authority: morefirh
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Margaret P. Grafeld
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